



# IMPACT REPORT FISCAL YEAR 2024

 San Francisco





# About ULI

Founded in 1936, the Urban Land Institute (ULI) is a 501(c)(3) nonprofit research and education organization dedicated to providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. ULI has over 49,000 members worldwide, representing the entire spectrum of land use and development disciplines. With 2,100+ members across the Bay Area, ULI San Francisco (ULI SF) is one of the ULI's largest district councils.



**San Francisco**

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(left to right), David Blackwell, District Council Chair, Natalie Sandoval, Executive Director, Eric Tao, Recent Past Chair

"As ULI SF's resources and influence continue to grow, we are making a concerted effort to track the tangible impacts of our efforts. This Report is an important first step, and we will continue to focus our work to ensure that ULI makes meaningful change in a number of areas, several of which are highlighted in the Report. I truly believe that ULI's depth and breadth of expertise regarding all land use issues puts ULI in a unique position to serve as a thought leader and resource for private and public entities. As the District Council Chair, I promise to continue to work with our members and staff in order to make a difference in the Bay Area."

David Blackwell, ULI SF District Council Chair, Partner, Allen Matkins



### ULI San Francisco Staff

(left to right): Teresa Breaux, Manager; Lola Motley, Associate; Pooja Sharma, Manager; Natalie Sandoval, Executive Director; Jacqueline Smith, Senior Associate; Joy Woo, Senior Director

# Organization Snapshot



**49,000+**  
GLOBAL MEMBERS



**2,140+**  
LOCAL MEMBERS



**21**  
COMMITTEES &  
PRODUCT COUNCILS



**252**  
COMMITTEE &  
BOARD MEMBERS

*“Our goal is to encourage more fun and accessible outdoor community events. Our message is clear: San Francisco is having fun, thriving, and open for business.”*

- MAYOR LONDON BREED



## Expanding Impact in the Region

As ULI SF member leaders and staff continue to track impact across our various programs and initiatives, we have also started to identify broader impacts that correlate with the activities of ULI SF. We're excited to share some of these outcomes for the first time in our FY24 Annual Impact Report.

### Guiding Downtown Revitalization in San Francisco

In early May, following a direct recommendation from ULI SF's Downtown Revitalization Advisory Services Panel, Mayor London Breed has proposed turning Front Street into California's first entertainment zone which will bring nightlife into the downtown core.

The ULI Advisory Services Panel (ASP), which convened urban planning and real estate experts in May 2023 from across the country to provide recommendations on revitalizing San Francisco's downtown post-COVID-19, identified Front Street as an ideal location for an entertainment zone. This recommendation was based upon the street's walkability, high concentration of bars and restaurants, and low concentration of residential buildings. By allowing bars and restaurants to sell alcohol directly on the street and promoting entertainment activities, Front Street has the potential to become a new downtown destination within San Francisco for residents and tourists alike.

This proposal is just one of many recommendations from the ASP that has been implemented across the City. In just the last year since the panel convened, there has been:

- **Funding for new downtown events and activities, alongside investments in public spaces, many of which coincided directly with recommendations from the ULI panel.**
- **The City revised tax structures and introduced programs to attract new businesses downtown, and a bill (AB 2488), which is currently being reviewed by the Assembly and backed by ULI's findings, supports enhanced infrastructure financing districts.**
- **The City launched a PR campaign, "It All Starts Here SF", which was also a strategy recommended by the panel.**
- **A private developer and the City are working on overhaul plans for the Embarcadero Plaza, another recommendation from the panel.**

Concurrently, the passage of Proposition C on the ballot in March, eliminating the transfer tax for office to residential conversions in the City, followed a report that ULI SF and SPUR produced, "[From Workspace to Homebase](#)" exploring the feasibility of conversion projects under different economic conditions and policy scenarios. This legislative change is expected to facilitate the transformation of underutilized office spaces into much-needed residential units, contributing to the overall revitalization efforts.

We look forward to continuing to track the City's progress and applaud all of the great work that ULI members are contributing towards downtown revitalization across the country. Learn more about the ASP on page 8 of this Annual Report.



## Diversity, Equity, and Inclusion

In the summer of 2020, ULI prioritized diversity, equity, and inclusion (DEI) by establishing the DEI Committee to provide guidance on our district council programming and governance. This committee works collaboratively to develop policies and best practices to move ULI SF forward as an organization that promotes diversity, opportunity, safety, and equity for all.

In the past four years, our DEI committee has supported an ongoing Diversity Membership Fund, provided the curriculum for two Developers of Color cohorts in partnership with City and County of San Francisco Mayor's Office of Housing and Community Development (MOHCD), curated monthly Read, Watch, Listen & Act resources, and ensured diverse representation across ULI SF programming.

We look forward to continuing to track our progress around DEI in the coming years. Learn more about our DEI initiatives and impacts on page 10 of this Annual Report.

Since 2020, the DEI initiative has:

### Diversity Membership Fund

**Granted 56 associate memberships to women, people of color, and members of the LGBTQIA+ community.**

1 in every 5 of these awardees have since served on a ULI SF committee.

3 have been selected to participate in the Developers of Color program.

1 has been selected to be a guest on a national product council.

1 has served as a moderator for our Housing the Bay Summit.

1 has taken on a leadership role on our Housing the Bay steering committee.

### Developers of Color Cohorts

**Selected 40 professionals to join our Developers of Color cohort, many of whom were first-time ULI members through the program.**

70% of these participants have participated in a ULI event beyond the San Francisco District Council.

40% have joined an additional ULI SF cohort.

3 participants have joined our local product councils.

2 participants were selected for the Coro Affordable Housing Fellowship.

1 participant engaged ULI SF to deliver an UrbanPlan for Communities workshop.

1 participant has joined the Affordable Workforce Housing national product council.

1 participant has received a loan through connections made from a session speaker.

1 participant has received funding from their ULI buddy's organization.



### Scholarships and Programming

**Dedicated \$22,000 in scholarships to provide engaged members the opportunity to attend the Spring Meeting in New York.**

**Ensured that 98% of programming in FY24 included gender diversity in speakers, and all programs included people of color in speaking or moderating roles.**



# Convening and Sharing Best Practices

## Educational Programs

ULI SF provides engaging and multidisciplinary content through its many panels, presentations, workshops, and socials for the Bay Area real estate land use community.

Members of ULI SF can deepen their knowledge of the defining land use policies and practices, as well as stay informed with the newest real estate trends and issues in the Bay Area and build relationships with other industry professionals. This year's programs covered the most pressing challenges and innovative topics in our industry while continuing to align with ULI's mission priorities.

 **70**  
PROGRAMS

 **3,500+**  
COMMITTEE  
VOLUNTEER HOURS

 **5,134**  
REGISTRATIONS

 **1,900+**  
PRO BONO EXPERT  
& SPEAKER HOURS

## Local Product Councils

The ULI San Francisco Local Product Councils (LPCs) provide an opportunity for ULI members to meet in an intimate, leader-to-leader environment to share and discuss challenges and best practices that real estate and land use professionals face on a daily basis. LPCs are consistent with ULI's tradition of sharing experiences gained, mistakes made, and lessons learned.

This year, our LPCs met to explore how the industry has been affected and changed by the pandemic. Topics covered included the revitalization of downtown San Francisco, the economic impacts of work from home trends, and innovative technologies, such as mass timber productions and adaptive reuse methods.

**4** LPCS FOCUSED ON RESIDENTIAL DEVELOPMENT, COMMERCIAL DEVELOPMENT, PUBLIC-PRIVATE PARTNERSHIPS (P3), AND INNOVATIONS IN REAL ESTATE AND LAND USE

**202** LPC MEMBERS (60 RESIDENTIAL, 57 COMMERCIAL, 48 P3, 37 INNOVATION)



LPC Meeting Presentation



Tour of Mission Rock





Housing the Bay Summit, 2024

## Housing the Bay

Housing the Bay examines the drivers of our housing crisis, highlighted public and private sector solutions, and elevated the voices of a broad range of people from across our industry and across North America. Since the launch of Housing the Bay in 2017, our members and partners have co-created over 30 lead-up events, tours, and workshops to break down barriers and take steps toward finding lasting housing solutions for the Bay Area.

This year, ULI SF delivered one of our largest summits to date, where we explored best practices for **navigating the now and reimagining the future**. Speakers included the housing directors from the Bay Area's three largest cities, developers, financiers, public officials, community leaders, and a closing keynote by Mayor London Breed of San Francisco. [A link to the full program and list of speakers can be found here.](#)



Mayor Breed at Housing the Bay Summit

 **2** LEAD UP EVENTS WITH A TOTAL OF 186 REGISTRANTS

 **450** TOTAL SUMMIT REGISTRANTS

 **25** SPEAKERS

 **\$70K** RAISED IN SPONSORSHIP

## Gala

In September 2023, ULI SF hosted its second annual Gala, which provided a time and place to celebrate our community and everything and everyone that makes ULI San Francisco so special and meaningful. We were thrilled to celebrate our members and another year of hard work and commitment to ULI San Francisco's vision and values. We further exemplified our values by committing 25% of net proceeds to ULI SF's DEI initiatives and hiring young musicians from the San Francisco Conservancy of Music to entertain. Our theme was Downtown Rebound, and we highlighted various Bay Area downtowns and the work they're doing in the midst of economic downturn.

 **296** TOTAL REGISTRANTS

 **\$73K** RAISED IN SPONSORSHIP

 **\$10K** RAISED FOR ULI SF DEI INITIATIVES



Annual Gala 2023

### MAJOR SPONSOR



### CONTRIBUTING SPONSORS

- Bohannon Development Company
- David Baker Architects
- KTGy

- Northern California Carpenters Regional Council
- Sand Hill Property Co.

### SUMMIT SUPPORTERS

- Alta Housing
- AvalonBay Communities, Inc.
- BAR Architects & Interiors
- BRIDGE Housing Corporation
- Burke, Williams & Sorensen, LLP

- BXP
- Cox Castle Nicholson
- Eden Housing Inc.
- Holland & Knight LLP
- Plant Construction Company, L.P.
- Swinerton
- The Prado Group, Inc.
- TMG Partners
- Treasure Island

### URBAN PARTNER



### 2023 GALA SPONSORS:

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- AvalonBay Communities, Inc.
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- Holland & Knight LLP
- Jay Paul Company
- Jones Day
- Lendlease
- NorthMarq
- Oxford Properties Group
- Pacific Urban Residential
- Prologis
- Reuben, Junius & Rose, LLP
- Sares Regis Group
- Seagate Properties, Inc.
- The Prado Group, Inc.
- TMG Partners





## Homeless to Housed (H2H) Initiative San José

ULI SF received funding from the H2H Initiative and the Attainable Housing for All Campaign to support the City of San José in developing immediate implementable actions to address homelessness in the city. Homelessness remains a critical issue in the City of San José and in Santa Clara County, with a 2023 census identifying 6,266 homeless individuals, 70% of whom are unsheltered. In the City of San José, like many other cities, churches, places of worship and other non-profit organizations have a mission/desire to help solve the homelessness crisis. Likewise, many of these entities own land that is underutilized and can be developed for emergency interim and permanent affordable housing.

ULI SF seized on the opportunity to align on three factors: 1) available underutilized land; 2) motivated and mission-aligned property owners; and 3) innovative new public policy that reduces barriers to development.

To explore how best to align these factors to unleash more deeply affordable units for those most in need, ULI SF convened a volunteer Ad Hoc Leadership Committee to help design a program. The program goal was to uncover the challenges and opportunities associated with leveraging these underutilized assets for development of affordable housing. ULI SF issued a Request for Proposal (RFP) to solicit consultant support.

ULI SF contracted with Silicon Valley at Home (SV@Home), David Baker Architects (DBA), and the Local Initiatives Support Corporation (LISC) Bay Area, in support of the City of San José, to facilitate two workshops and document workshop findings in a report. The objectives were to help build capacity of homeless service providers and other non-profit organizations, so they can partner with organizations with underutilized lands, including places of worship and faith-based organizations, and affordable housing developers to design and construct emergency interim and permanent affordable housing projects on their sites.

Approximately 100 stakeholders and interested parties participated in the two workshops, the first of which provided information and case studies on projects developed through partnerships among faith-based organizations, affordable housing developers, interim housing developers, and homelessness service providers. The second workshop included a charrette to allow participants to design and consider tradeoffs for two sites in San José.

[The consultants summarized their recommendations and the project in a final report, which is available here.](#)





## Technical Assistance for Communities

ULI SF is proud to be a resource to communities throughout the Bay Area. Our Technical Assistance Panels (TAPs) provide expert, multidisciplinary advice to local governments, public agencies, and nonprofit organizations facing complex land use and real estate issues. Drawing from our seasoned professional membership base, TAPs identify strategic, practical advice and solutions for the most challenging problems our communities face.

In FY23, ULI SF completed a two-day TAP for the City of St. Helena focused on downtown branding and re-activation. In FY24 we held a webinar program highlighting the St. Helena TAP process, recommendations, and City implementation to date. [A summary of the TAP panel's recommendations and a link to the full report and webinar recording can be found here.](#)



 **8** SPEAKERS

 **94** VOLUNTEER HOURS BY COMMITTEE MEMBERS

 **70** WEBINAR ATTENDEES







## Downtown San Francisco Revitalization ASP

ULI SF, in collaboration with the ULI Advisory Services Program and the ULI Terwilliger Center for Housing, conducted ULI's first-ever hybrid Advisory Services Panel (ASP) which included both local and national experts for the City and County of San Francisco focused on revitalizing downtown San Francisco. The panel provided short- and long-term strategic recommendations for leveraging the city's existing physical assets, identifying opportunities for financial incentives, and implementing public policy reforms that promote the economic and social health of Downtown. [A summary of the panel's recommendations can be found here.](#)



In FY24, ULI SF hosted a webinar on the progress the City and County of San Francisco had made on implementation of the ASP recommendations and highlighting their plans for the future of downtown. [A recording of the webinar can be found here.](#)



**11** TAP PANELISTS



**10** SPEAKERS



**684** REGISTERED ATTENDEES





## Sustainability & Resilience

ULI SF’s Sustainability and Resilience Committee educates and engages Bay Area real estate and land use leaders in creating and implementing sustainable development practices in our communities. Objectives include supporting development of sustainable practices, enhancing community understanding of sustainability strategies and tools to enhance development, fostering regional systems that support sustainable communities, and identifying public policies that support sustainable community development practices.

In June 2024, the committee held a panel of experts and stakeholders on downtown SF revitalization efforts, particularly focused on boosting downtown San Francisco’s streetlife. This conversation built upon the recommendations that came out of ULI’s Advisory Services Panel from May 2023 and provided a new perspective on downtown revitalization through the lens of sustainability and resilience. The sold-out program was recently featured in [Urban Land Magazine](#) and highlighted new activations and funding opportunities from the federal, state, and local levels.



*Downtown San Francisco Panel Discussion*

 **85** TOTAL REGISTRANTS

 **5** SPEAKERS



# Promoting Diversity, Equity, and Inclusion

Now in its fourth year, the ULI SF Diversity, Equity, and Inclusion (DEI) Committee continues to provide guidance on our district council programming, governance, and several award-winning initiatives established at ULI SF. This committee works collaboratively to develop policies and best practices to move ULI SF forward as an organization that promotes diversity, opportunity, safety, and equity to all.

## Read, Watch, Listen, & Act (RWLA)

ULI SF has curated over a dozen Read, Watch, Listen, & Act resources to encourage our community to actively celebrate various heritage and history holidays throughout the year. Through these lists, which have been compiled since the introduction of our DEI Committee in 2020, we invite our membership and broader community to join us as we individually and collectively create equitable, inclusive, and safe spaces for everyone.



**17** MEMBERSHIPS AWARDED THROUGH THE DIVERSITY MEMBERSHIP FUND DURING FY24 (4 YLG, 9 WOMEN, 16 POC, 5 LBGTQ+)



**35** READ, WATCH, LISTEN, AND ACT LISTS CREATED SINCE 2020



**\$ 22K** DEDICATED FROM DEI BUDGET AND ULI SF RESERVES TO SEND 12 ENGAGED ULI MEMBERS & LEADERS TO THE SPRING MEETING IN NEW YORK



**1** ULI AWARD

## Diversity Membership Fund

The ULI SF Diversity Membership Fund is designed to open opportunities within ULI to women, people of color, and members of the LGBTQIA+ community who are underrepresented in the land use and real estate fields.

This two-time ULI award-winning fund has provided over 50+ (17 in FY24) diverse professionals with a discounted one-year Associate-level ULI membership and a range of benefits. In addition to membership, successful applicants are paired with a ULI SF Ambassador, invited to shadow a member of one of ULI SF's many internal Program Committees, and a stipend to attend ULI SF events.



## Bay Area Developers of Color Cohort

In 2022, ULI San Francisco and the City and County of San Francisco, launched a cohort program for mid- to senior-level housing developers. This cohort opportunity was designed to provide participants with a deep knowledge and understanding of the affordable housing development process within the City and County of San Francisco. Guided by ULI SF and MOHCD, participants are equipped with the tools and skills to access development opportunities in San Francisco. The program was funded by a Partnership for the Bay's Future Policy Grant from the San Francisco Foundation to accelerate work focused on advancing equitable housing policies and supporting developers of color in San Francisco.

In the two one-year long cohort programs (2022-2023 and 2023-2024), ULI SF and MOHCD selected 40 participants. The 40 participants represent a diverse group of developers of color:

42% identify as female, 55% as male, and 3% as non-binary

55% work for a for-profit organization and 45% for a non-profit organization

35% identify as Black or African American, 32% as Hispanic or Latino/a/x, 30% as Asian, and the remainder as Native American, Puerto Rican, Middle Eastern or multicultural



As a result of their participation in the cohort, several members are engaging with ULI as Local Product Council and committee members, returned as reviewers/speakers in year 2 of the cohort program, and/or are participating with our UrbanPlan program. A third year of the cohort that is funded by ULI San Francisco with support of a program grant from the San Francisco Foundation will run from 2024 to 2025.

 **36** PRESENTERS AND PANELISTS

 **20** PARTICIPANTS ACCEPTED IN COHORT #2 (32 APPLICATIONS RECEIVED)

 **8** STUDY SESSIONS

 **260** VOLUNTEER HOURS: AD HOC CURRICULUM COMMITTEE & BUDDIES

 **18** SENIOR-LEVEL MEMBERS SERVING AS BUDDIES





# Engaging Communities and Youth

## UrbanPlan

Bringing together disciplines such as economics, local governance, real estate and urban planning, UrbanPlan engages students to consider the myriad of complex decisions that shape our built environment. UrbanPlan is a realistic, engaging, and academically demanding classroom-based curriculum in which students learn about the fundamental forces that affect development in the United States. Students experience the challenging issues, private and public sector roles, complex trade-offs, and fundamental economics in play when proposing realistic land use solutions to vexing growth challenges.

To support our dedicated volunteers, we launched a pilot incentive program this year. Volunteers contributing at least three hours monthly are eligible for prizes including ULI event stipends and memberships. We're proud to have awarded three \$500 event stipends, four ULI Associate memberships, and three \$500 ULI learning stipends this past semester.



**24** CLASSROOMS



**8** HIGH SCHOOLS



**290** ULI VOLUNTEER OPPORTUNITIES



**601** PARTICIPATING STUDENTS



**1** UNIVERSITY



**743** VOLUNTEER HOURS



## Urban Plan for Communities

UrbanPlan for Communities is a hands-on, full-day workshop geared towards elected officials, appointed officials, and community members and leaders. Participants work in teams to respond to a case study of a city-led redevelopment effort where development team members representing the development team and community stakeholders must compromise to meet project objectives. The workshop helps local decision-makers understand the forces and processes that shape and affect the built environment. Participants gain a deeper understanding of their own role in shaping the built environment, trade-offs and risk at play in the entitlement and negotiation process associated with land use, and the tools to create a collaborative relationship with private sector partners to make projects a success for all stakeholders. In FY24, ULI SF held workshops for: Leadership Sunnyvale and Leadership Mountain View, Black Cultural Zone, Richmond Neighborhood Housing Services, and Young Community Developers.

-  **4** WORKSHOPS
-  **65** VOLUNTEERS
-  **120** PARTICIPANTS
-  **182** VOLUNTEER HOURS

## WLI Career Accelerator

The Women’s Leadership Initiative (WLI) Committee continues to manage WLI’s Career Accelerator, a digital hub geared towards creating a community and serving as a resource for women who are new to the real estate industry. Through the Hub, women can learn about various sectors within real estate, other women’s career paths within the industry, case studies, resume writing tips, and interview skills. Women can connect with mentors and leaders who can help them be successful in the industry.

## Construction Industry Workforce Initiative (CIWI) Partnership

We are proud to continue our partnership with the Construction Industry Workforce Initiative (CIWI) to build a diverse pipeline of talented students to the real estate development profession. As part of this partnership, ULI SF has continued to support CIWI through company outreach to secure donations and internship positions for the summer of 2024, and also donated to CIWI directly.



# Cultivating Leadership + Building Careers

## NEXT

The NEXT initiative is tailored to mid-career professionals age 35+ and aims to connect and elevate the next generation of leaders within ULI globally and the real industry more broadly. NEXT provides a range of benefits to participants as they continue to develop their leadership skills and build lasting relationships amongst peers, with ULI leadership, and throughout the ULI network.

## NEXT Cohort

The NEXT Cohort Program continues to grow and allows mid-career land use professionals to engage and network with an intimate group of peers to develop lasting professional relationships, share expertise, and deepen their knowledge of the Bay Area real estate market. Cohort groups are dedicated groups of peers who explore topics and activities such as leadership and management experiences, deal-related “lessons learned”, project tours, and peer-to-peer discussions in small group settings over the course of several months.

 **10** COHORT GROUPS

 **151** COHORT MEMBERS



## WLI Connects

In August 2022, ULI SF's Women's Leadership Initiative launched WLI Connects to provide a space for mid- to senior- level women to gather and connect with their peers. Women have made many strides in our industries over the past decade; yet, challenges unique to women professionals remain. WLI Connects acknowledges these challenges and offers a safe and inclusive space for professional growth networking, discussions, and support.

We continued this offering in the Spring 2023 to launch our third Connects program.

 **8** COHORT GROUPS

 **59** TOTAL REGISTRANTS



## YLG Learn from the Best

YLG’s annual Learn from the Best event returned in March 2024, featuring an all-star lineup of the Bay Area’s top real estate professionals from development, architecture, brokerage, land use, affordable housing, and more. Young leaders and real estate leaders were placed into small groups and had open conversations about whatever topics come to mind. This chance to ask pre-eminent leaders their views on topics, including market trend, lessons learned, and career success stories, first arose at ULI SF in 2005 and has since been adopted by YLG committees across the nation.

 **9** INDUSTRY LEADERS

 **99** YOUNG LEADER REGISTRANTS

 **3** ROUNDS OF NETWORKING WITH LEADERS

## Development 360

YLG’s popular Development 360 Program returned for its tenth year. This development opportunity is designed for young, working professionals and consists of a series of sessions that span a typical academic calendar to cover the real estate development process from start to finish. All speakers shared their experiences and best practices in lively and interactive sessions, opting for case studies and Q/A sessions over lectures. Topics covered included entitlement, design, engineering, engagement, small-scale developments, master plans, and more.

 **7** SESSIONS

 **10** SPEAKERS

 **34** PARTICIPANTS

## Mentor Program

The Mentor Program runs concurrently to the Development 360 program, offering working professionals and graduate students under 35 an opportunity for mentorship, career development support, and networking opportunities. Each cohort consists of five to seven YLG members with similar interests or experiences in the industry and are guided by an industry leader serving as their mentor. Meetings include lessons learned from a mentor’s career, discussing career goals, case studies, social events, project tours, guest speakers, and more.

 **17** MENTORS

 **131** MENTEES







# ULI SF Operational Impact

## Climate-conscious Operations

We strive for sustainable impact across all aspects of our organization, including our operations. This fiscal year, we advanced our sustainability goals by transitioning to vegetarian offerings at 95% of our events. Launched in October as a pilot initiative, this effort underscores our commitment to ULI's mission priorities by reducing our carbon footprint and promoting eco-friendly practices through our programming.

Since October, we've reduced carbon emissions by approximately 1,266,644 grams of CO2 equivalent. This reduction is comparable to the amount of carbon sequestered by 1.5 acres of forest over the course of a year. Additionally, it equates to the emissions produced by burning 143 gallons of gasoline.

In addition, we are committed to catering to a range of tastes and supporting local BIPOC- and women-owned businesses that provide delicious food, whenever possible.

Additionally, we aim for sustainable food packaging at all events, minimize printing by reducing paper agendas and programs, and optimize our office inventory with eco-friendly products, including recycled badges and biodegradable tableware. While we recognize these changes may seem modest, we believe in embodying our values in our actions.

**87%** OF EVENTS WERE  
TRANSIT ACCESSIBLE

**89%** OF EVENTS WERE  
ADA ACCESSIBLE

**21** EVENTS HAD CATERING  
FROM A LOCAL BUSINESS

**92** EVENT SPEAKERS  
WERE WOMEN

**51** EVENT SPEAKERS  
WERE BIPOC



ULI SF Executive Board Meeting,  
September 2023

## An Industry Resource to Media

ULI served as a leading resource in local and national press throughout FY24. Our staff and members were quoted in outlets including, but not limited to:

**Bloomberg** **BISNOW**



San Francisco Chronicle

**URBAN LAND**

# ULI SF Governance & Leadership

The ULI SF local leadership is made up of leading real estate and land use professionals who volunteer their time to build a strong Bay Area presence.

## ULI San Francisco Executive Board

**David Blackwell**, Allen Matkins Leck Gamble Mallory Natsis, LLP  
**Nikki Beasley**, Richmond Neighborhood Housing Services  
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## ULI San Francisco Emeritus Board

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**Susan Sagy**, Urban Land Development  
**Tomas Schoenberg**, CONBRIO Commercial Real Estate  
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## ULI San Francisco Governance Committee

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**Eric Tao**, L37 Development



# Thank You to Our 2024 Sponsors

Our sponsors are leading real estate industry companies in the region. Sponsors receive a number of benefits for their contributions, in addition to the satisfaction of knowing 100% of their funds support ULI San Francisco's local programs, educational activities, and public service initiatives.

**In 2024, ULI SF raised over \$600,000 in annual, Gala, and Housing the Bay Sponsorships.**

## URBAN PARTNER



## PLATINUM SPONSORS



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